

North East Sales Area - Associations  
New York

STATE	REGI	EVENT	EXPLANATION	DATE	1997 PROJECTED SPENDING	1997 ACTUAL SPENDING	1998 PROJECTED SPENDING
NJ	1200	Tob. & Cdy. Dist. Assoc. of NJ	Convention \$4,850.20/Dues \$2,500	August	\$6,500	\$7,350.20	\$6,500
NJ	1200	Foodarama Superm.	Golf Outing	July	\$175	\$175	\$175
NJ	1200	Glass Garden	Golf Outing	July	\$250	\$175	\$175
NJ	1200	Middlesex Tobacco Trade Show		May	\$800		\$800
NY	1200	Industry Legends Dinner	Dinner	November	\$4,000	\$4,000 *	\$4,000
NY	1200	Harold Levinson Associates	(2 trade shows)	Mar/Nov	\$2,400	\$2,400	\$2,400
NY	1200	UFOLI 7-Eleven (134 franchise)	Golf	July	\$400	\$600	\$600
NY	1200	Mandel Tobacco Co. Trade Show		June	\$500	\$500	\$500
NY	1200	Food Industry/Cov. House Golf	(Jim Maguire/Twin County) Golf Outing	June	\$1,400	\$2,500	\$2,500
NY	1200	Food Industry Alliance of NYS	Annual dues \$8,300/Conv. Expenses \$500		\$8,800	\$5,900	\$5,900
NY	1200	NYS Tob./Cdy. Association	\$9,500 Gov. Relations/\$2,625 Ext. Relations/\$9,000 NESA Area/\$20,000 Convention	August	\$49,000	\$41,125.00	\$41,125
NJ	1200	Deborah/Pathmark	Dinner	October		\$800.00	\$800
NY	1200	Empire State Beer Dist.	Convention	September		\$695.00	\$695
NY	1200	King Kullen	Golf	September		\$700.00	\$700
NJ	1200	Ronetto/SCARC	Journal Ad	May		\$175.00	\$175
NJ	1200	Village Shop-Rite	Golf	June		\$160.00	\$160
NY	1200	Empire Tobacco	Golf	June		\$700.00	\$700
NY	1200	UFOLI/MDA (7-Eleven NYC)	Dinner/Ad	Feb.		\$625.00	\$625
NJ	1200	Greek Dance/Raceway Gas	Journal Ad	Feb.		\$500.00	\$500
NY	1200	National Conf. of Christian & Jews	Dinner	June		\$2,500.00 *	\$2,500
NY	1200	NYSAWMD/Four Pillars Dinner	Dinner	Feb.		\$2,250.00	
Total					\$74,225	\$73,830	\$71,530

\*Trade Relations

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STATE	REGI	EVENT	EXPLANATION -	DATE	1997 PROJECTED SPENDING	1997 ACTUAL SPENDING	1998 PROJECTED SPENDING
NJ	1200	Tob. & Cdy. Dist. Assoc. of NJ	Convention \$4,850.20/Dues \$2,500	August	\$6,500	\$7,350.20	\$6,500
NJ	1200	Foodarama Superm.	Golf Outing	July	\$175	\$175	\$175
NJ	1200	Glass Garden	Golf Outing	July	\$250	\$175	\$175
NJ	1200	Middlesex Tobacco Trade Show		May	\$800		\$800
NJ	1200	Drug Fair Stores Trade Show	Will participate only if PMK is eliminated in 1997	September	<del>\$1,200</del>		<del>\$0</del>
NJ	1200	Shoptite Manuf./yr. Dinner	Dinner	September	<del>\$1,200</del>		<del>\$0</del>
NJ	1200	Quick Chak Feet. of Ballooning		August	<del>\$750</del>		<del>\$0</del>
NJ	1200	Pleinfeld Tobacco Trade Show		July	<del>\$700</del>		<del>\$0</del>
NY	1200	Industry Legends Dinner	Dinner	November	\$4,000	\$4000*	\$4,000
NY	1200	Harold Levinson Associates	(2 trade shows)	Mar/Nov	\$2,400	\$2,400	\$2,400
NY	1200	UFOLI 7-Eleven (134 franchise)	Golf	July	\$400	\$600	\$600
NY	1200	Mandel Tobacco Co. Trade Show		June	\$500	\$500	\$500
NY	1200	Food Industry/Cov. House Golf	(Jim McGuire/Twin County) Golf Outing	June	\$1,400	\$2,500	\$2,500
NY	1200	NY/NJ Food Merchants Assoc.	Annual dues \$8,300/Conv. Expenses \$500		\$8,800	\$5,900	\$5,900
NY	1200	Food Industry Alliance of NYS <i>NYTDA</i>	\$9,500 Gov. Relations/\$2,625 Ext. Relations/\$9,000 <i>NESM</i> Region/Sales Area	August	\$49,000 ?	\$41,125.00	\$41,125
NJ	1200	Deborah/Pathmark	Dinner	October		\$800.00	\$800
NY	1200	Empire State Beer Dist.	Convention	September		<del>\$695.00</del>	<del>\$695</del>
NJ	1200	HCG Foundation	Golf	June		<del>\$500.00</del>	<del>\$0</del>
NY	1200	King Kullen	Golf	September		\$700.00	\$700
NJ	1200	Ronetto/SCARC	Journal Ad	May		\$175.00	\$175
NY	1200	AMGANN	Golf	May		<del>\$450.00</del>	<del>\$0</del>
NJ	1200	Village Shop-Rite	Golf	June		\$160.00	\$160
NY	1200	Leukemia Research Foundation	Golf	May		<del>\$650.00</del>	<del>\$0</del>
NY	1200	Empire Tobacco	Golf	June		\$700.00	\$700
NY	1200	UFOLI/MDA	Dinner/Ad <i>(7-ELEVEN NY-C)</i>	Feb.		\$625.00	\$625
NJ	1200	Greek Dance/Raceway Gas	Journal Ad	Feb.		\$500.00	\$500
NY	1200	National Conf. of Christian & Jews	Dinner	June		\$2500*	\$2,500
NY	1200	NYSAWMD/Four Pillars Dinner	Dinner	Feb.		\$2,250.00	\$0
NY	1200	Koger <i>Whitworth</i>	Dinner	March		<del>\$600.00</del>	<del>\$0</del>

Total

\*Trade Relations

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North East Sales Area - Associations  
New York

STATE	REGI	EVENT	EXPLANATION	DATE	1997 PROJECTED SPENDING	1997 ACTUAL SPENDING	1998 PROJECTED SPENDING
NJ	1200	NJS Tob/Cdy Assoc. (TCDANJ)	Convention \$4,850.20/Dues \$2,500	August	\$6,500	\$7,350.20	6500
NJ	1200	Fooderama Superm.	Golf Outing	July	\$175	\$175	175
NJ	1200	Glass Garden	Golf Outing	July	\$250	\$175	175
NJ	1200	Middlesex Tobacco Trade Show		May	\$800		800
NJ	1200	Drug Fair Stores Trade Show	Will participate only if PMX is eliminated in 1997	September	\$1,200 for 0.2		0
NJ	1200	Shoprite Manuf./yr. Dinner	Dinner	September	\$1,200		0
NJ	1200	Quick Chek/Fest. of Ballooning		August	\$750		0
NJ	1200	Plainfield Tobacco Trade Show		July	\$700		0
NY	1200	Industry Legends Dinner	Dinner	November	\$4,000	?	4000 (Trade Relations)
NY	1200	Harold Levinson Associates	(2 trade shows)	Mar/Nov	\$2,400		2400
NY	1200	UFOLI 7-Eleven (134 franchise)	Golf	July	\$400	\$600	600
NY	1200	Mandel Tobacco Co. Trade Show		June	\$500		500
NY	1200	Food Industry/Cov. House Golf	(Jim Maguire/Twin County) Golf Outing	June	\$1,400	\$2,500	2500
NY	1200	NY/NJ Food Merchants Assoc.	Annual dues \$8,300/Conv. Expenses \$500		\$8,800	\$5,900	5900 Convention
NY	1200	NYS Tob/Candy Association	\$9,500 Gov. Relations/\$2,625 Ext. Relations/\$36,875 Sales Dept.	August	\$49,000 ?	\$7,874.75	7874.75
NJ	1200	Deborah/Pathmark	Dinner	October		\$800.00	800
NY	1200	Empire State Beer Dist.	Convention	September		\$695.00	695
NJ	1200	HCO Foundation	Golf	June		\$300.00	0
NY	1200	King Kullen	Golf	September		\$700.00	700
NJ	1200	Ronetto/SCARC	Journal Ad	May		\$175.00	175
NY	1200	AMOA/NY	Golf	May		\$450.00	0
NJ	1200	Village Shop-Rite	Golf	June		\$160.00	160
NY	1200	Leukemia Research Foundation	Golf	May		\$650.00	0
NY	1200	Empire Tobacco	Golf	June		\$700.00	700
NY	1200	UFOLI/MDA	Dinner/Ad	Feb.		\$625.00	625
NJ	1200	Greek Dance/Raceway Gas	Journal Ad	Feb.		\$500.00	500
NY	1200	National Conf. of Christian & Jews	Dinner	June		?	2500 (Trade Relations)
NY	1200	NYSAWMD/Four Pillars Dinner	Dinner	Feb.		\$2,250.00	0
NY	1200	Koger	Dinner	March		\$500.00	0

Total

\*Food Industry Alliance of NYS

Spring Contribution: 9500 Gov. Relations  
 2625 Ext. Relations  
 9,000 Region/Sales Area  
 \$ 21,125 Total Contribution  
 (All Expenses included)  
 Convention: 20,000  
 41,125 Total NYS Tob

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